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AGRICULTURAL COOPERATION

January 26, 1929

Vol. VII, No. 2.

TWO MILLION FARMERS ARE COOPERATING

Two million farmers are organized into 12,000 associations in the United States for the purpose of marketing their products or buying their supplies, or doing both, on a cooperative basis. Last year they sold collectively farm products to the value of nearly two billion dollars and they purchased farm supplies to the value of nearly a half billion dollars.

These cooperatively minded farmers are scattered throughout the 48 states, however, they are numerous in Minnesota, Iowa, Wisconsin, Missouri, New York, and in the states along the Pacific Coast.

Nearly one-third of the farmers engaged in buying or selling together are members of farmers' elevator associations, and about one-fifth belong to cooperative creameries, cheese factories, or milk-marketing associations. Nearly 150,000 are interested in the cooperative ginning or marketing of cotton. About 50,000 farmers are selling poultry products cooperatively, and about 25,000 are acting collectively in marketing their annual wool clips.

Nearly one-half of the farmers participating in cooperative activity are members of more than one organization.

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION
COLLECTED BY THE DIVISION OF COOPERATIVE MARKETING
BUREAU OF AGRICULTURAL ECONOMICS
UNITED STATES DEPARTMENT OF AGRICULTURE
WASHINGTON, D.C.

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CALIFORNIA FRUIT ASSOCIATION HAS NO DEBTS

An association which does not owe a cent to anyone is in an enviable position. Such is the present status of the Suisan Valley Fruit Growers' Association, a local of the California Fruit Exchange, Sacramento. Its products include peaches, cherries, pears, plums, and grapes. Carlot shipments were lighter in 1928 than in the previous year as more fruit was sold to the canneries or dried. One hundred thirty-six cars were shipped to eastern markets. Of these, 63 cars were sold in 36 private sale markets, and 73 cars in 12 auction markets. Gross sales totaled \$216,284.

Sales of merchandise and spray came to \$42,474. Net earnings from this source were \$2,552 which was returned to members in the form of a 6 per cent dividend on purchases. A refund from packing house operations amounted to \$1,233, and a refund of \$3,872 from the California Fruit Exchange brought total refunds for the year to \$7,657.

During the past nine years the California Fruit Exchange has saved the members of the Suisan Valley Association the sum of \$67,828 from its regular 7 per cent commission. Of this sum the Exchange has refunded \$17,506 and the remainder is in revolving funds and will be payable during the next five years.

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CALIFORNIA ASSOCIATION MARKETS PEARS

"The largest year in its history" summarizes the report for 1928 of the Placerville Fruit Growers' Association, Placerville, Calif., one of the units of the California Fruit Exchange. Shipments totaled 829 cars, a few of which were not sold when the report was compiled, but the final gross returns were computed as being above \$1,400,000. The association packed 397,824 full boxes of pears and 1,032 half boxes. The heaviest day's pack was 13,054 boxes, and the heaviest day's billing was 29 cars.

Fifty-five cents is the regular packing charge. Of this 25.64 cents goes for the material required for a 50-lb. box; 16.068 cents for labor costs; 4.292 cents for office expense, light, power, depreciation, etc.; 5 cents is deducted for a withholdings fund; and 4 cents is being refunded to growers, reducing the actual packing costs to 44 cents. Growers' equities in the association amounted to \$240,492 at the close of the year.

The merchandise department made sales in 1928 totaling \$183,000, of which over \$63,000 was for items not connected with packing. A small line of hardware was added last year and proved a profitable line of business.

PEAR MARKETING ASSOCIATION IN TEXAS

Bartlett pears are marketed under the Matador brand by the El Paso Valley Bartlett Pear Association, Ysleta, Texas. This association was formed about 1913 with capital stock. At the close of its last business year, June 1, 1928, stock was outstanding to the amount of \$12,500 and there was a surplus of \$8,584. A total of 106,584 field boxes of pears were handled and sold for \$160,249. The association also marketed 2,045 crates of cantaloupes. Total sales amounted to \$164,860, or about five times the sales of 1922.

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MELON GROWERS JOINING SOWEGA ASSOCIATION

More than 150 applications for membership in the Sowega Melon Growers' Association, Adel, Ga., were considered and approved at a recent meeting of the executive committee of that association.

Selected watermelon seed grown by the association, went on sale January 1 at 85 cents a pound. No orders were filed or filled previous to that date, but now are being filled in order of their receipt. Last year the supply of association-grown seed was inadequate to meet the demand and lasted only about nine days. While more seed was grown the past season, the management predicts that the supply will not be sufficient for the entire membership. The association will plant 150 acres or more to seed this year.

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A COOPERATIVE RECORD IN CALIFORNIA

A record in cooperative activity has been made by the Santa Clara Pear Association, Santa Clara, Calif. The association was incorporated April 5, 1928. Work was started on a packing house and storage plant on May 15; the plant was completed by July 10; and 181 car loads of pears were handled during the harvest season.

The packing plant, representing an investment of \$35,000 is of reinforced concrete construction, with a large basement. Power equipment of the latest pattern has been installed, with a capacity of handling 225 boxes of pears per hour.

The enterprise is financed by two five-year revolving funds, one based on a percentage deduction from gross sales, and the other created from earnings of local operations, including packing, and rental of storage space.

The association is affiliated with the California Fruit Exchange, Sacramento.

INCREASED BUSINESS BY GRAIN SALES AGENCY

A larger number of cars of grain than in any previous year was handled during 1928 by the National Grain Commission Company, Omaha. The total number was 949, compared with 715 in 1927, and 541 in 1926. The 1928 business came from 71 farmers' associations and 76 individuals. One association consigned 48 cars to this terminal-market sales agency; another association, 45 cars; and a third, 43 cars.

This enterprise, which was created by the Farmers' Educational and Cooperative State Union of Nebraska for the purpose of serving Nebraska farmers, began operating August 1, 1923, it having been granted a seat on the Omaha Grain Exchange. It superseded the National Cooperative Company, which was organized October 15, 1919, under the auspices of the Farmers' Union Cooperative Elevators of Nebraska, but never functioned as an operating company.

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AVERAGES FOR FARMERS' ELEVATORS IN THE DAKOTAS

Average gross sales for 46 farmers' elevators in North and South Dakota were \$227,475 for the business year ending about June 1, 1928, according to a composite statement prepared by the Equity Cooperative Auditing Association, Aberdeen, S. Dak. Average operating income was \$8,452, and average net earnings for the 46 associations were \$7,719. The average per bushel cost of handling grain was 3.5 cents.

Among the 46 associations were enterprises which were far above the average, also several enterprises which did not earn expenses during the year. In commenting on the composite report the manager of the auditing association said, "We find that the companies which are the slowest to make progress and overcome old deficits, are those where the volume of business is not sufficient to more than pay the operating costs of the business. We have had several outstanding examples of companies doing a large volume of business having entirely wiped out large deficits in one year's operation. This fact further sets out the principle that up to a certain point, increase in volume of business carries also a lower per-unit operating cost, allowing greater net profits."

It is pointed out by the auditing association that "the average elevator company earned 61 per cent on its capital invested as at the beginning of its fiscal year."

UNITED GRAIN GROWERS HOLD TWENTY-SECOND MEETING

Shareholders of the United Grain Growers, Ltd., met in Calgary, Alberta, for their twenty-second annual meeting, on November 14, 1928. During the business year closing August 31, the organization handled a total of 41,233,000 bushels of grain. Of this quantity 64 per cent was handled for the provincial pools and 36 per cent for non-pool farmers. The net earnings for the year were \$714,831, from which a patronage dividend of one cent a bushel was paid on street grain. This amounted to \$114,756. Shareholders received an 8 per cent dividend on paid-up capital, amounting to \$243,156.

During the year a subsidiary, the United Grain Growers Terminals, Ltd., was formed to operate the terminal elevators at Port Arthur and Vancouver. The new Port Arthur terminal was started in May of 1927 and the first car of grain was unloaded at the elevator December 15, 1927. This elevator has a capacity of 5,500,000 bushels of grain. The elevator at Vancouver has space for 1,600,000 bushels of grain.

Seventy country elevators were built or purchased during the year. Old elevators were taken down at eleven points and replaced by modern plants. Twenty-seven country elevators were sold to the grain pools. At the close of the year the association owned 460 elevators, 40 annexes, 238 flour houses, 261 coal sheds, 5 supply sheds, and 112 cottages. More than 100,000 tons of coal were sold during the year, and more than 10,000,000 pounds of binder twine.

The activities of this farmers' enterprise for the past eight years are indicated by the following figures taken from the annual reports:

| Season | Grain handled (Bushels) | Paid-up Capital | Net earnings* |
|---------|-------------------------------|--------------------|------------------|
| 1920-21 | 36,581,371 | \$2,765,685 | \$233,743 |
| 1921-22 | 31,545,776 | 2,810,561 | 118,350 |
| 1922-23 | 32,944,668 | 2,821,305 | 532,171 |
| 1923-24 | 47,163,179 | 2,857,984 | 552,433 |
| 1924-25 | 30,855,532 | 2,890,627 | 418,274 |
| 1925-26 | 43,000,000 | 2,920,620 | 676,378 |
| 1926-27 | - - - - - | 2,979,078 | 720,265 |
| 1927-28 | 41,233,000 | 3,069,695 | 714,831 |

*Subject to government taxes.

FARMERS PAID FOR FARM STORAGE

Alberta farmers are being paid for farm storage of grain this season for the first time. Members of the Alberta Cooperative Wheat Producers, Ltd., Calgary, are receiving one cent a bushel beginning December 17. In case the grain is held until January 15 an extra cent will be added. This plan was adopted to give the Pool Elevators an opportunity to handle as much as possible of the grain produced by the members of the association.

PLANS FOR STORING GRAIN ON FARMS

Tanks for storing grain on farms of the Northwest, are a part of the 1929 program of the Farmers' Union Terminal Association, St. Paul, Minn. These tanks of about 1,500 bushels capacity will be sold to farmers and placed on the farms. When filled with wheat, durum or flax, they will be sealed and insured, after which the association hopes to be able to make loans on the grain to the extent of 70 per cent of current market value, at a low rate of interest.

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NEBRASKA EQUITY EXCHANGE HANDLES MANY LINES

Steady expansion has marked the progress of the Red Willow Equity Exchange, McCook, Nebr., which was organized in 1914 and began business in July of that year. It had \$225 paid-in capital. The directors borrowed \$1,000 on a joint note, leased an elevator and began buying grain. By the end of November there were 63 members and the capital had increased by \$1,951. Further payments for stock and the addition of patronage refunds have brought the share capital to \$47,575 at the present time. Purchases and sales for the 14 years have totaled \$10,000,000, and net earnings have amounted to \$222,511. The surplus and reserve fund amounts to \$44,493, and the reserve for contingencies, to \$21,283.

Wheat, coal, flour, feed, lumber, and implements are handled, in addition to a farmers' supply store. Sales for the years of operation are reported as follows:

| | | | |
|------------|-----------|------------|-----------|
| 1915 . . . | \$ 64,302 | 1922 . . . | \$363,231 |
| 1916 . . . | 128,743 | 1923 . . . | 271,884 |
| 1917 . . . | 384,619 | 1924 . . . | 362,137 |
| 1918 . . . | 179,942 | 1925 . . . | 563,326 |
| 1919 . . . | 225,330 | 1926 . . . | 487,028 |
| 1920 . . . | 575,985 | 1927 . . . | 313,642 |
| 1921 . . . | 733,499 | 1928 . . . | 573,588 |

MORE CAPITAL STOCK FOR ABERDEEN CREAMERIES

At its 15th annual stockholders' meeting, held January 8 and 9, the Equity Creamery and Mercantile Exchange, Aberdeen, S. Dak., voted to increase its capital stock to \$2,500,000, and also to change the name of the organization to Equity Union Creameries, Inc. By further action the number of directors was increased to seven in order that the plants at Mitchell and Jamestown might be represented on the board.

Total business for the past year was reported as \$1,386,992, with net earnings of \$67,145. The quantity of butter made was 2,768,364 pounds, a gain of 21 per cent over 1927; ice cream was made to the extent of 76,966 gallons, a gain of 21 per cent; also 54,944 pounds of cheese, about 90 per cent more than before. Sales of butter resulted in an average price to producers for butterfat of 46½ cents per pound. As a patronage dividend of 2½ cents per pound of butterfat was distributed, the patrons received an average of approximately 49 cents for the year.

The steady expansion of this organization since it began business in 1916, is shown by the following figures:

| Year | Butter made | Sales | Refunds to Stockholders |
|------|----------------|-----------|----------------------------|
| | (Pounds) | | |
| 1916 | 500,000 | ----- |) |
| 1917 | 854,181 | ----- |) \$ 9,234 |
| 1918 | 1,153,396 | ----- | 37,195 |
| 1919 | 1,143,880 | ----- | 41,638 |
| 1920 | 1,340,115 | ----- | 19,559 |
| 1921 | 1,659,260 | \$700,000 | 33,414 |
| 1922 | 1,526,245 | 600,000 | 28,805 |
| 1923 | 1,518,779 | 750,000 | 23,928 |
| 1924 | 1,622,765 | 681,840 | 37,430 |
| 1925 | 1,800,291 | 861,577 | 64,380 |
| 1926 | 2,135,041 | 978,496 | 46,034 |
| 1927 | 2,284,781 | 1,068,977 | 50,132 |
| 1928 | 2,768,364 | 1,386,992 | *67,145 |

*Net earnings for year.

The association now has a net worth of \$296,815, compared with \$223,674 a year ago.

The second day of the meeting was given largely to an educational program, with a number of entertainment features. Several prominent speakers addressed the meeting, both morning and afternoon. A special feature was introduced when the winners of the essay contest read their papers.

CHANGE IN MANAGEMENT OF TURNER CENTRE SYSTEM

By a vote of 2,790 to 87 the dairy farmers holding common stock in the Turner Centre System, Auburn, Me., recently approved plans for the reorganization of their cooperative into a proprietary company. The holders of common stock are to receive 25 per cent of the value of their common stock in cash, and second preferred stock for the remaining 75 per cent. As holders of preferred stock the dairymen will have no voice in the management of the business. The reorganization is being conducted by a Boston bank which is furnishing about \$300,000 of new capital. On December 31, 1927, this organization had outstanding common stock to the amount of \$984,847 and preferred stock to the amount of \$1,757,847. In addition, stock to the amount of \$108,917 was due patrons to cover deductions of 5 per cent made from milk checks during 1927.

This association began business as the Turner Centre Dairying Association, at Auburn, Me., in 1892. At first it was a local cheese factory and creamery belonging to a single family. However, the business was largely conducted along cooperative lines and the milk-producing patrons were allowed to share in the benefits. The company was incorporated in 1893, and in 1919 was reorganized as the Turner Centre System, according to a plan whereby all patrons might become stockholders. In 1926 the patrons took over the management of the enterprise, as they had come into possession of the outstanding common stock. During the years that the enterprise was being purchased by the milk producers its activities were greatly expanded. It entered a number of the larger New England markets undertaking to distribute milk, cream and ice cream. In several of the markets it established expensive plants. Its overhead expense became heavy and this, in addition to the constant need for more capital, proved a load that was heavier than many of the member patrons could conveniently carry. Therefore they welcomed an opportunity to sell their holdings of stock.

Although capital investments increased rapidly during the past 15 years, the quantity of dairy products handled remained about the same. In fact, a smaller quantity of butterfat was handled in 1927 than in 1913.

Considerable statistical information regarding this farmers' enterprise has appeared in Agricultural Cooperation from year to year. Attention is called to the following numbers: March 12, 1923; February 25, 1924; March 2, 1925; March 1, 1926; and February 18, 1928.

LOWER AUTO POLICY RATES FOR DAIRYMEN'S LEAGUE

Members of the Dairymen's League Cooperative Association, Inc., New York City, may now obtain liability and property damage insurance for their cars or commercial trucks at a saving of 15 per cent from the usual rates. This service has been arranged by the Dairymen's League with an insurance company, for the benefit of its members. The rates vary in different sections, depending on traffic conditions. As the insurance company is a mutual liability company, there is a possibility of a dividend in addition to the reduced rates of premium.

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PRODUCERS INCREASE DEDUCTIONS FOR ASSOCIATION

By unanimous consent 230 delegates representing the voting locals of the Dairymen's Cooperative Sales Company, Pittsburgh, Pa., agreed to increase the commissions on milk to two cents per hundredweight, after learning of a deficit in operating expenses accumulating since 1924 and now amounting to \$19,074. During the past year the association's income from deductions amounted to \$38,740, of which \$10,734 was refunded to locals, leaving the association with a net income of \$28,005. Operating expenses for the year were \$38,962. Items of miscellaneous income reduced the deficit for the year to \$8,427.

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BIG INCREASE IN OUTPUT OF BUTTER

All records for pounds of butter made were broken by the Farmers' Equity Cooperative Creamery Association, Orleans, Nebr., in 1928 when the output for the year reached 4,413,000 pounds. This quantity was nearly a million pounds more than was made in 1927, when the output was 3,421,017 pounds. The figures for the years preceding 1927 are as follows: 1926, 3,055,000 pounds of butter; 1925, 2,172,160 pounds; 1924, 1,690,144 pounds; 1923, 1,533,041 pounds.

This farmer-controlled enterprise began operating in 1917. The first year there was a loss of \$7,418, but every year since there has been a good showing of net earnings. In 1925 net earnings were \$55,753; in 1926, 41,972; in 1927, \$47,947; and in 1928, \$31,103.

The original investment in the enterprise was \$10,000. Since then, additional capital has been obtained by members investing their annual dividends in share capital. Total earnings on the original investment for the 12 years that the association has been operating, amount to about \$300,000.

MARKETING LIVESTOCK COOPERATIVELY IN CANADA

Central Livestock Cooperative, Ltd., a farmer-owned sales agency on the St. Boniface, Man., livestock market, handled 230 cars of livestock during November which made it the most important single factor on the market. It sold about one-sixth of all the livestock received at the market.

This sales agency represents the provincial pools on the St. Boniface market and these provincial pools are federations of local shipping associations.

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COOPERATIVE LIVESTOCK SALES ON TERMINAL MARKET

Sales of the Michigan Livestock Exchange, Detroit, amounted to \$8,188,429 during 1928, and the organization is preparing to distribute refunds of \$17,500 to patrons. This sum represents 18 per cent of the commissions received. The growth of this livestock sales agency since it began operating in 1922 is indicated by the following figures for business transacted:

| | | | |
|--------------|-------------|--------------|-------------|
| 1922 | \$5,000,000 | 1926 | \$8,000,000 |
| 1923 | 7,000,000 | 1927 | 8,512,487 |
| 1924 | 8,000,000 | 1928 | 8,188,429 |
| 1925 | 7,153,000 | | |

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LARGE NET EARNINGS BY LIVESTOCK COOPERATIVES

Farmers' Union sales agencies at the Omaha, St. Joseph and Sioux City livestock markets handled the equal of 25,195 cars of livestock during 1928. The income of these three farmer-owned agencies was \$439,208 and the expenses of operation, \$224,255, leaving \$214,953 as net earnings for the year. In the case of Omaha and St. Joseph, net earnings amounted to more than expenses. These earnings are available for distribution as patronage refunds.

The activity of each of the three agencies, as reported by the secretary of the Farmers' Union of Nebraska, was as follows:

| | Cars | Gross income | Expenses | Earnings |
|------------|--------|-----------------|------------|------------|
| Omaha | 8,506 | \$148,591 | \$ 74,237 | \$ 74,354 |
| St. Joseph | 9,258 | 166,256 | 82,215 | 84,041 |
| Sioux City | 7,431 | 124,361 | 67,803 | 56,558 |
| Total | 25,195 | \$439,208 | \$ 224,255 | \$ 214,953 |

NEW POULTRY MARKETING ASSOCIATION IN WEST VIRGINIA

Early in the spring of 1928 the West Virginia Poultry Producers' Cooperative Association was organized at Parkersburg, W. Va., by 97 producers. The state legislature had provided for a state, demonstration, poultry-marketing plant, to demonstrate the most approved methods of preparing eggs and poultry for market. The new association, with the assistance of local, state and federal agencies, was successful in having the demonstration plant located at Parkersburg and having a Federal-State inspector stationed at the plant to issue certificates for poultry products passing prescribed requirements.

Capital for starting the association was obtained from a local bank by depositing members' notes based on 20 cents a hen. Trucks and equipment were purchased and the association began operating on March 1, 1928. Members had signed contracts agreeing to deliver eggs and poultry to the association for marketing for one year.

During the ten months from March 1 to December 22, 1928, the association received and marketed 260,029 dozens of eggs which were sold for \$87,829, also 114,626 pounds of poultry which was sold for \$27,159. In addition, the association furnished its members with poultry supplies to the value of \$11,337, making the total amount of business transacted \$126,325. Membership increased during the first ten months of operation from 97 to 250.

The association's trucks visit poultry farms weekly in parts of eight counties, collecting eggs and live poultry. The eggs are candled, graded and packed, and the poultry is fattened and otherwise prepared for marketing. Last year several carloads of live birds, including a car load of turkeys, were sent to market.

Practically the entire output of the association is marketed through a single outlet in Pittsburgh which desires to handle poultry products bearing certificates of federal inspection.

Eggs are marketed under four grades, namely, U. S. extras, U. S. standards, U. S. trades, and U. S. checks. The poultry is marketed as heavy fowls, light fowls, heavy springers, light springers, and No. 1 and No. 2 turkeys, ducks and geese.

During the year the association installed a gasoline pump and supplied members with gasoline and lubricating oils.

A plan is now under consideration whereby the state will purchase the present demonstration plant and will sell it to the association on payments derived from a deduction of 3 per cent from gross sales.

FARMERS' UNION EXCHANGE CONTRACTS FOR TWINE

All twine produced in the North Dakota State Prison during 1929, except a limited quantity already contracted, was sold recently to the Farmers' Union Exchange, St. Paul, Minn. This means approximately 4,000,000 pounds of twine. The price will be governed by conditions at time of delivery.

Another contract with the Michigan State Industries calls for 3,000,000 pounds of twine to be sold under the Farmers' Union brand. A third contract with a commercial concern will give the Exchange a supply adequate to meet the needs of members in Wisconsin, Minnesota, North Dakota, and Montana.

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NEBRASKA STATE EXCHANGE CONTINUES TO GROW

Gross sales by the Farmers' Union State Exchange, Omaha, Nebr., have increased for the last two years. In 1926 they amounted to \$1,512,024; in 1927, to \$1,618,288; and in 1928, to \$1,774,142; the gain for the last year being more than \$155,000. Net earnings for 1928 amounted to \$37,930.

The Farmers' Union State Exchange was organized as a unit of the Farmers' Union of Nebraska in 1914 and continued as such until 1919 when it reorganized with capital stock. Share capital to the amount of about \$700,000 was issued. Owing to losses during the deflation of 1921 the capital stock became impaired and in 1925 the par value of shares was reduced to correspond with cash value.

The Exchange is engaged in handling farm machinery, binder twine, fencing, auto supplies, coal, salt, clothing, and groceries.

The development of the business since 1921 is illustrated by the following figures:

| Year | Sales | Net earnings | Net worth |
|------|-------------|--------------|-----------|
| 1921 | \$1,468,133 | ----- | ----- |
| 1922 | 1,148,069 | ----- | ----- |
| 1923 | 1,335,661 | ----- | \$346,893 |
| 1924 | *1,338,000 | \$20,647 | 360,366 |
| 1925 | *1,521,311 | 36,633 | 356,948 |
| 1926 | *1,512,024 | 34,221 | 350,566 |
| 1927 | 1,618,288 | 49,095 | 360,545 |
| 1928 | 1,774,142 | 37,930 | ----- |

* Not including business of branch stores.

SUGGESTED READING FOR COOPERATORS, No. 12

"The Cooperative Marketing of Farm Products," by O. B. Jesness, published in 1923 by the J. P. Lippincott Company, was one of the first important works of this type to appear, and was welcomed both as a textbook and a manual.

Professor Jesness has had a long and intimate acquaintance with his subject. For some years he was in charge of cooperative organization work in the Bureau of Markets, U. S. Department of Agriculture, and in this capacity he was coauthor of Bulletin 457, "Cooperative Purchasing and Marketing Organizations among Farmers in the United States." This bulletin, covering the results of surveys made up to 1917, was the first comprehensive study of the subject issued by the Department of Agriculture. Since that time Professor Jesness has written a number of other bulletins and articles. He served several years as Chief of the Sections of Markets and Professor of Markets of the University of Kentucky and now is head of the Department of Agricultural Economics of the University of Minnesota.

The volume under review is authoritative and practical. Following a general survey of economic conditions and a brief outline of the early history of the cooperative movement, it describes cooperative organizations by commodity groups, taking representative examples of various types under each group, analyzing their structure, their policies and their achievements. The concluding chapters are filled with helpful discussion and suggestions.

Another volume of somewhat similar content and purpose is "Principles and Practices of Cooperative Marketing," by Eliot G. Mears and Matthew O. Tobriner. (Ginn & Co. 1926.)

The first named author is Professor of Geography and International Trade in Stanford University. He has taught in the Graduate School of Business Administration of Harvard University, and has held various important official positions in this and other countries. Mr. Tobriner is a Californian and well acquainted with the cooperatives of his native state, especially in their legal and technical aspects.

The authors consider the cooperative movement as "the striking development in the rural life of the present century" not only in this country but also in various countries of the world. They designate their work as "an interpretation of the significant problems, with prime emphasis on cooperative enterprise in the light of accepted knowledge derived from business organization and administration."

In the preparation of the book the authors studied and analyzed the by-laws, contracts, house organs, publicity material, annual reports, and other records, of several hundred cooperatives as a basis for their deductions. The work is impartial and scholarly, ranking high in the literature of the cooperative movement.

Chastina Gardner

MISSISSIPPI'S FIRST COOPERATIVE SCHOOL

Mississippi is to have its first school of cooperation in February. This school will be held under the auspices of the Mississippi Cooperative Council, an organization which includes the various agencies in the state that are working for agricultural development. The school will last three days, February 12, 13 and 14, and the program includes the names of many leaders of the cooperative movement, including a representative of the Division of Cooperative Marketing, U. S. Department of Agriculture, state officials, educators, and officials of prominent cooperatives in the Southern States.

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WISCONSIN HOLDS TWO COOPERATIVE INSTITUTES

Wisconsin had two cooperative marketing institutes during December, each lasting three days. The programs were in charge of a representative of the College of Agriculture, assisted by a county agent, and a representative of the National Cheese Producers Federation, Cooperative, Madison.

The first institute at New Richmond, was devoted to cooperative poultry and egg marketing, including many phases of production and handling, with special attention to the methods employed by the Land O'Lakes Creameries, Inc., in marketing eggs and poultry.

The second institute held at Oconto Falls, December 19-21, was considered a great success and was well attended in spite of very bad roads. A broad range of subjects connected with cooperative marketing of dairy products were presented and discussed.

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THIRD COOPERATIVE CONFERENCE IN PENNSYLVANIA

Fifty representatives of Pennsylvania cooperative associations and educational institutions attended the third annual Pennsylvania Cooperative Conference on November 9 and 10. Nearly the entire program was given to financing and credit problems of cooperatives, including such subjects as capital stock, noncapital stock, permanent capital, operating capital, patronage dividends, credit extension, and collections. Keen interest was manifested in the discussions. Several of the papers were published in the December issue of Keystone Cooperation, the official publication of the Pennsylvania Department of Agriculture.

Several hours were given to discussion of proposed amendments to the state cooperative act, suggested by a special committee appointed a year ago. Three of the proposed amendments were approved, others were rejected and the committee was instructed to make a redraft and report later.

CO-OP OIL COMPANY ISSUES BOOKLET

"The Cooperative Oil Movement in the Northwest" is described in some detail in a pamphlet of 16 pages issued by the Minnesota Co-op Oil Company, Minneapolis. As this line of cooperative effort has developed so rapidly and successfully, this compilation of facts and figures will be of interest to many readers.

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CHEESE FEDERATION WANTS A SONG

Twenty-five dollars is offered by the National Cheese Producers' Federation, Cooperative, Plymouth, Wis., for a new song suitable for use at Federation gatherings. The words must be new, although an old tune may be used. The song must not exceed five verses in length and must be of such a nature as to put spirit into the meetings at which it may be sung. It is hoped that the new song will be available for use at the annual meeting of the Federation scheduled for February 13 and 14.

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NEW HOUSE ORGAN FOR MARYLAND TOBACCO GROWERS

A new house organ made its appearance under date of December 15, 1928, bearing the heading "Maryland Tobacco Grower." This little 4-page paper is to be published monthly by the Maryland Tobacco Growers' Association, Baltimore, in the interests of the tobacco farmers of that state. The editors propose to present practical information on market conditions and outstanding news of the tobacco industry, and especially to keep the members informed as to the activities of the association.

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HISTORY OF FARMERS' ELEVATORS IN ILLINOIS

A "History of the Farmers' Elevator Movement in Illinois" has been prepared by Lawrence Farlow, Secretary of the Farmers' Grain Dealers Association of that state, and published by the association. The story goes back to the country grain trade which had developed into an important industry before the farmers' elevator movement gained a foothold. It tells of unfair practices on the part of commission men, railroad companies, brokers, and merchandising houses, of the persistent fight the farmers made to secure the right to build their own elevators and handle their own grain, and of the system which is serving the farmers at the present time. In addition to a list of elevators now in operation, there is also a list of those which have gone out of business.

REPORTED BY THE ASSOCIATIONS

Arkansas is to have its second annual cooperative marketing school in Little Rock, February 12-14, 1929. Several well known speakers are to appear on the program. More than 100 persons attended the sessions of the school held for three days last winter.

The National Pecan Growers' Exchange, Albany, Ga., received more nuts in 1928 than any year in its history. The heavier deliveries indicated that the organization was receiving a larger percentage of the total crop than in former years.

Nineteen twenty-eight was a big year for the Farmers Union Cooperative Insurance Company of Nebraska. Omaha, as the amount of insurance in force increased by \$4,715,860. This brought the amount in force at the close of the year to \$38,556,183.

The Sunsweet Standard, the official organ of the California Prune and Apricot Growers Association, San Jose, devotes its December issue to the plans for reorganization of the association, quoting the proposed contracts in full, and discussing many of the questions which are sure to arise in rebuilding an association.

Nine thousand, one hundred ninety-five dividend checks were distributed to members on December 31, 1928, by the Washington Cooperative Egg and Poultry Association, Seattle. The distribution was on preferred stock and two kinds of common stock, and amounted to \$145,551. The Lynden station received the largest number of checks, 1,598; Bellingham was a close second with 1,596; and Tacoma came third with 1,479.

Plants and business of a large wholesale milk-distributing company in New York were purchased recently by the Dairymen's League Cooperative Association, Inc. The purchased business was established 28 years ago and consists principally in the distribution of 2,000 cans of milk per day to hotels, restaurants, clubs, and steamships. Nine country shipping plants located in New York and Pennsylvania were also included.

Farmers in Algeria, North Africa, are taking advantage of their favorable climate by raising fruits and vegetables for export to other countries where such products are not yet ready for market. Several cooperative societies are taking an active part in this effort. One has now been in operation five years. In 1923-24 it handled 8,000 tons of fruits and vegetables; in 1924-25, 11,750 tons; and in 1926-27, only 2,050 tons, as the yield was very light. Fruits and vegetables which are not suitable for export are preserved in factories, and a part of this work is done by the cooperative associations.

SELECTED LIST OF PUBLICATIONS AND ARTICLES

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- Benton, Alva H. Cost of Marketing Livestock Cooperatively: Costs May Be Terminal or Local: Each Cost Item Analyzed. Dakota Farmer, January 1, 1929, p. 4.
- Bergengren, Roy E. The Credit Union as a Farm Aid. Keystone Cooperation, Harrisburg, Pa., January, 1929, p. 14.
- Boyle, James E. Cooperation and Common Sense: Farm Relief Calls for More than Action by Congress. The Nation's Business, Washington, D. C., January, 1929, p. 23.
- Christensen, Chris. L. Trends Among Farm Cooperatives. The Farmer, St. Paul, Minn., January 5, 1929, p. 8.
- Crowther, Samuel. Crops That Are Really Sold. Country Gentleman, Philadelphia, Pa., January, 1929, p. 16.
- A Glance at History of the Kansas Wheat Pools: Experience Proves that Even a Small Cooperative is a Strengthening Market Influence. Wheat Growers' Journal, Wichita, Kans., November 15, 1928, p. 10.
- Grant, H. C. The By-Products of Cooperation: Getting Fair Prices for Wheat Only Part of Job of Canadian Pools. Wallace's Farmer, November 30, 1928, p. 3.
- Hedges, Carl L. History of the Indianapolis Milk Pool. Hoosier Farmer, Indianapolis, Ind., January 1, 1929, p. 7.
- Hempel, Dr. F. Agricultural Cooperation in Germany. II. Review of International Cooperation, London, England. December, 1928, p. 463.
- Hulbert, L. S. Some of the Legal Phases of Cooperatives. Keystone Cooperation, Harrisburg, Pa., January, 1929, p. 18.
- Van Hook, Russell. The Way Out -- Cooperation. Hoosier Farmer, Indianapolis, Ind., January 1, 1929, p. 3.
- Walker, J. P. Why Wool Growers Should Cooperate. Bureau Farmer (Ohio edition), Fort Wayne, Ind., January, 1929, p. 18.